


4-1989

Irish Building Services News

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IRISH **building SERVICES** NEWS

INCORPORATING IRISH H&V NEWS

APRIL 1989



MECHEX '89

Venue: R.D.S.

Date: 11/12/13 APRIL.

INSIDE

Special Building Services News

**Preview + Show Catalogue and
Admission Tickets**

'Record Year for Heatmerchants'

"BAXI SALES have increased by 300% in Ireland since Heatmerchants became distributors last year," so said Hugh Howe, Baxi's Technical Manager in Ireland, when addressing a seminar in Cork recently.

One of the leaders in terms of sales of gas fireside boilers in both Ireland and the UK, Baxi appointed Heatmerchants as distributors late in 1987. Since then sales have increased dramatically, a fact which has been attributed to the combination of the Baxi quality factor and the Heatmerchants' stocking philosophy of holding large quantities of all models on an ex-stock basis.

A complementary factor is the fact that Heatmerchants also carries significant ex-stock quantities of other associated heating products and accessories. Which all adds up — using Heatmerchants own slogan — to "Heatmerchants — The One-Stop Shop".

Branches in Dublin, Cork, Limerick and Waterford means that Heatmerchants are ideally situated to fully serve and

exploit the natural gas heating market. Sales in these regions indicate a degree of success in this effort which was hampered to an extent by a shortage of supply recently.

However, that problem has now been rectified with the coming on stream of Baxi's new production foundry. Heatmerchants have taken advantage of the extra supply situation to increase sales in the branches already mentioned but also to penetrate other areas of the country via their branches in Kilkenny, Athlone and Sligo.

When asked to comment recently on the prospects for 1989, a Heatmerchants' spokesman said that, while the company had budgeted for a 20% increase in turnover for the year, results for the first two months of the year showed that that had been beaten by a further 10%.

On that showing, and on the basis of further analysis and investigations, Heatmerchants are now confident that 1989 will mean another record year's trading.

Insulation Handbook

THE 1990 issue of the Insulation Handbook has shown real growth once again, now covering the products of over 280 companies in the insulation industry.

As a work of reference, the Insulation Handbook has proved to be invaluable for any company in insulation or allied industries.

Insulation Handbook 1990 features an A - Z of

manufacturers, distributors and contractors for the industry, sections on building insulation, plant and equipment insulation, acoustic insulation and ancillary products, as well as a "Buyers Guide" and a "Guide to Trade Associations".

Published by Turret Group plc, the Insulation Handbook is available at a cost of ST£18.50, inclusive of postage and packing.

More news from page 23 onwards

◀ Insulation ▶



H&V
PRODUCTS

Market Leaders

Morris Insulations Ltd., 57-58 Brunswick Street, Dublin 7. Tel: Dublin (01) 728404.
GB Insulations Ltd., Doughcloyne Industrial Estate, Wilton, Cork. Tel: Cork (021) 545577.

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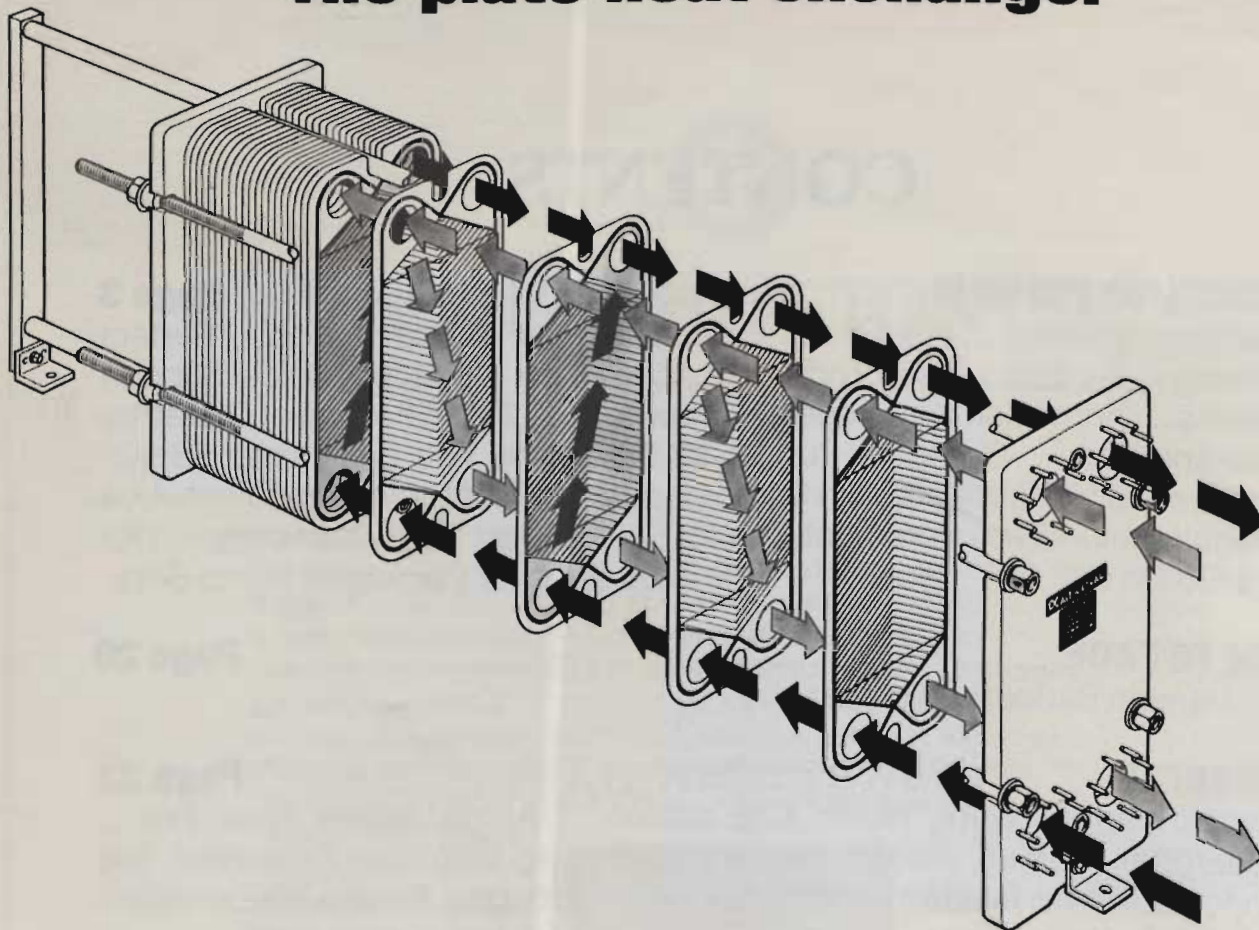
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READERSHIP DATA

Irish Building Services News (formerly Irish H&V News) is Ireland's only *Building Services* magazine providing coverage of the heating, ventilating, air conditioning, refrigeration, sanitary ware, plumbing, maintenance and environmental industries. It is the only publication catering exclusively for these industries and its circulation includes members of the following:

The Institute of Consulting Engineers; The Chartered Institute of Building Services Engineers; The Institute of Domestic Heating Engineers; The Energy Managers' Association; The Institute of Energy; The Institute of Plumbing; The Energy Conservation & District Heating Association; The Mechanical Engineering & Building Services Contracting Association; The Irish Builders' Providers Association; The Association of Consulting Engineers of Ireland; Small Housebuilders' Association; Maintenance Managers' Association. In addition, *Irish Building Services News* circulates to independent building services contractors and key executives in industry, Government, Semi-State and local authority bodies. Essentially, our circulation is virtually saturation coverage of all those with an interest and/or involvement in the industry.

The plate heat exchanger



The plate heat exchanger (PHE) is constructed of pressed corrugated metal plates which are aligned in a frame by an upper carrying bar and a lower guide bar. The plate pack is assembled between a frame plate and a pressure plate and compressed by tightening bolts.

Each plate is fitted with a gasket which seals the channel and directs the fluids into alternate channels. The number and size of plates are determined by the flow rate, physical properties of the fluids, pressure drops and temperature program.

Fluid connections are located in the fixed frame or, if either or both fluids make more than a single pass within the unit, in the fixed and movable frame.

Features of the plate heat exchanger

Low investment cost — High efficiency and thin sheet materials result in economical units.

Easy maintenance — Should a heat exchanger need to be opened for inspection or cleaning, the heating surface is 100 % accessible simply by removing the tightening bolts.

Compact — The PHE is extremely compact in relation to its capacity and furthermore requires no extra space for service or maintenance.

Great thermal efficiency/close temperature approach — Plate patterns are designed to induce a high degree of turbulence which reduces fouling and improves heat transfer. This high turbulence in full countercurrent flow makes it economically feasible to use temperature approaches down to 1°C (2°F).

Flexibility — Within a couple of hours the PHE can be redesigned simply by adding, removing or rearranging plates within the length of the frame. Extended frame capacity can be supplied if the original capacity is expected to increase radically.

Low hold-up volume — The thin channels mean that the liquid volume is low in comparison to other types of heat exchangers. This ensures quick operation control and reduces total installation weight.

Lightweight — The compact design and thin plate materials contribute to a low-weight heat exchanger. A lighter weight heat exchanger in turn requires smaller foundations.

Standard performance limits

Design pressure	16 bar	232 psi
Design temperature	150°C	300°F
Heat transfer coefficient	4000-7500 W/m ² °C	700-1300 BTU/ft ² h°F
Heat transfer area	90 m ²	970 ft ²
Mass flow	50 kg/s	400,000 lb/h
Connection size	100 mm	4"

Coppercraft Ltd.

KYLEMORE PARK NORTH, BALLYFERMOT,
DUBLIN 10.
TELEPHONE: 265146/7. FAX: 265813.



MECHEX '89 — Optimism Justified!

Mechex '89 is the building services sector's first truly national exhibition showcase for many a year. The fact that it has come about at all indicates a new-found optimism within the marketplace and, more especially, a resolve on the part of manufacturers/distributors to use the event as a springboard to project itself forward towards a new period of growth and prosperity.

And indeed this confidence and optimism is justified. Of course there is no point in trying to pretend that all is rosy in the garden, but nonetheless, there is undoubtedly an upturn in the affairs of the industry.

Major construction projects at the planning stage are being announced regularly, the main concentration to date being on hotel and shopping centre schemes. Obviously, it will be some time yet before they come to fruition and impact on the product supply sector but, already they have led to increased activity in the sphere of consultancy.

In fact, late last year and early this year has seen consultancy practices taking on new staff, something which could not have been confidently predicted even as recently as six to eight months ago.

Recent months have also seen positive movements in the domestic sphere.

Generally, the economic atmosphere of the country appears to have taken a turn for the better and brought with it a more positive approach from the vast bulk of industry sectors. This is certainly true of the building services and related domestic building sectors, which in turn has permeated right down to the product supply sector.

The industry is poised on the brink of better times. Opportunities beckon but, obviously, it is only those who actively pursue those opportunities who stand to gain.

Irish Building Services News wishes all of you participating in Mechex '89 a fruitful and profitable show.

MECHEX '89



● Carrier high-tech is applied to historic Dublin - Ireland's first Carrier variable volume/variable temperature (VVT) system recently supplied by Walker Air Conditioning to the Merchants Court office development in Dublin.

Full Group Participation on Walker Stand

The Walker Air Conditioning stand at Mechex 1989 will include exhibits not only from the Carrier Air Conditioning Corporation, but also from its other divisions, which are HRP Walker, WAC Chesterton, and the Fluid and Filtration Division.

Walker Air Conditioning will have on display material relating to the Carrier range of fan-powered mixing boxes, electronically-controlled VAV systems, and the enhanced generation II VVT systems. Carrier continue to lead the world in energy-efficient systems and this will be the first time in Ireland that the fan-powered mixing boxes will be available for discussion.

To supplement this range and encompass the Walker Air Conditioning philosophy of the "complete package", Walker will also have on display the "Walker Air Conditioning Computerised Maintenance Contract Monitoring Package". This package enables the company to have a complete electronic record of their clients equipment and produce for them, in addition to the standard report, a yearly report.

<https://arrow.tudublin.ie/bsn/vol28/iss3/1>

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synopsising the work carried out each year.

WAC Chesterton, the maintenance product Division of Walker Air Conditioning, will have on display for the first time its Dunlop range of engineering adhesives and applied products. This is a new and complementary range of products for this Division and will be of interest not only to existing clients, but to some new clients also.

HRP Walker will show a selection of its comprehensive range of refrigeration and air conditioning system components, such as EDC International condensate pumps, Coldrec electronic control panels, Danfoss controls etc.

Filter and Fluids Division will have on display the Viledon range of bag-filters, which are constructed of a synthetic non-woven medium and offer a very low initial pressure-drop and an extensive life-time. Containing no fibre glass, these units are ideal for the food and computer industry and complement the existing range of Vokes and Flanders Filters. See Stand No: 10/12.

Perfect Pumping — By Wilo

Mechex '89, which this year covers both the mechanical and electrical disciplines of the heating and ventilating trades in Ireland, will be the forum used by Wilo Engineering Ltd to introduce some new Wilo products to the Irish market. These will include the following:-

The Wilo Z15 series (domestic hot water services pump) — This pump, which is a new concept for Wilo, incorporates a design of pump housing which can be dismantled from the electric motor without using any tools such as screw-drivers, allen keys, etc.

It is available as a pump alone (designation Z15) or as part of a kit (designation Z15C) which contains a pump, non-return valve, time switch and cable. The unit is 220 Volt, 1-Phase and meets the normal European standard for DHWS pumps.

Max Head — 1.25 Metres;
Max Flow — 0.6 M³/Hr (2.2 GPM);
Max Working Pressure — 10 BAR.

Wilo COe pressure booster — The latest addition to the Wilo CO series of boosters is the COe. This versatile addition is ideal for the Irish market and is designed using stainless steel piping (for potable water applications), Wilo Multistage Pumps, Wilo-designed switch box, brass non-return and gate valves, and is finished to the high standards which Wilo expects from its products.

It will be available in 28 basic versions and will be suitable for either fire hose reel applications or auto-pneumatic water boosting.

The units are designed using either two or three pumps and are suitable for duty and standby operation.

The range of duties covered by the new COe series is:-

Max Head — 108 Metres;
Max Flow — 37 M³/Hr (136 GPM);
55 M³/Hr (200 GPM) with 3 pumps running.

These units will be built in Limerick thereby facilitating fast delivery times to clients in Ireland.

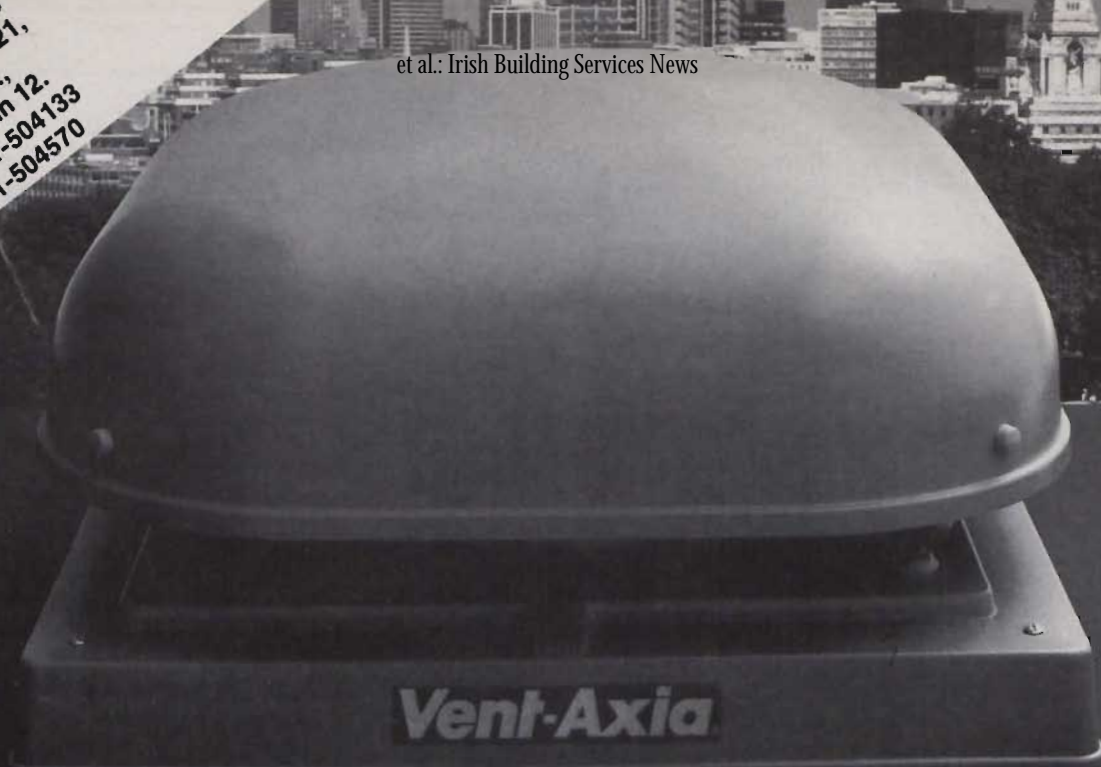
Wilo Star range — These are very definitely the pumps of the future having in-built micro processor control which enables the pumps to automatically match the system requirements. They maintain an even head pressure at all flow rates, thus reducing the effect on thermostatic radiator valves.

Currently available in 1 inch, 1 1/4 inch and 1 1/2 inch sizes, these pumps are very worthy of inspection as they represent the ideal solution to many heating system design problems.

Wilo will also exhibit many of their established products and full literature on

As and from 1 May 1989
New Address — Unit 921,
Western Ind. Est.,
Naas Road, Dublin 12.
New Phone — 01-504133
New Fax — 01-504570

et al.: Irish Building Services News



The New Industrial Roof Range from Vent-Axia

Engineering excellence that's right at the top

The addition of the roof models is part of a continual development programme, designed to make the **Vent-Axia** industrial range one of the most technologically advanced and comprehensive available.

In seven fan sizes and a choice of motor speeds, each unit incorporates a number of features to ensure trouble-free operation, even in the severest of conditions.



For example, IP55 water and dust protection; STOP (Standard Thermal Overload Protection) and 'F' class insulation.

Specially moulded in high impact polystyrene, the aerodynamically designed cowl has been subjected to extensive wind tunnel testing to demonstrate its extra strength, stability and durability. Attractively finished in pale grey, the UV stabilising properties

reduce discolouration of the outer surface, while the smooth internal profile also helps to improve the performance in air movement.

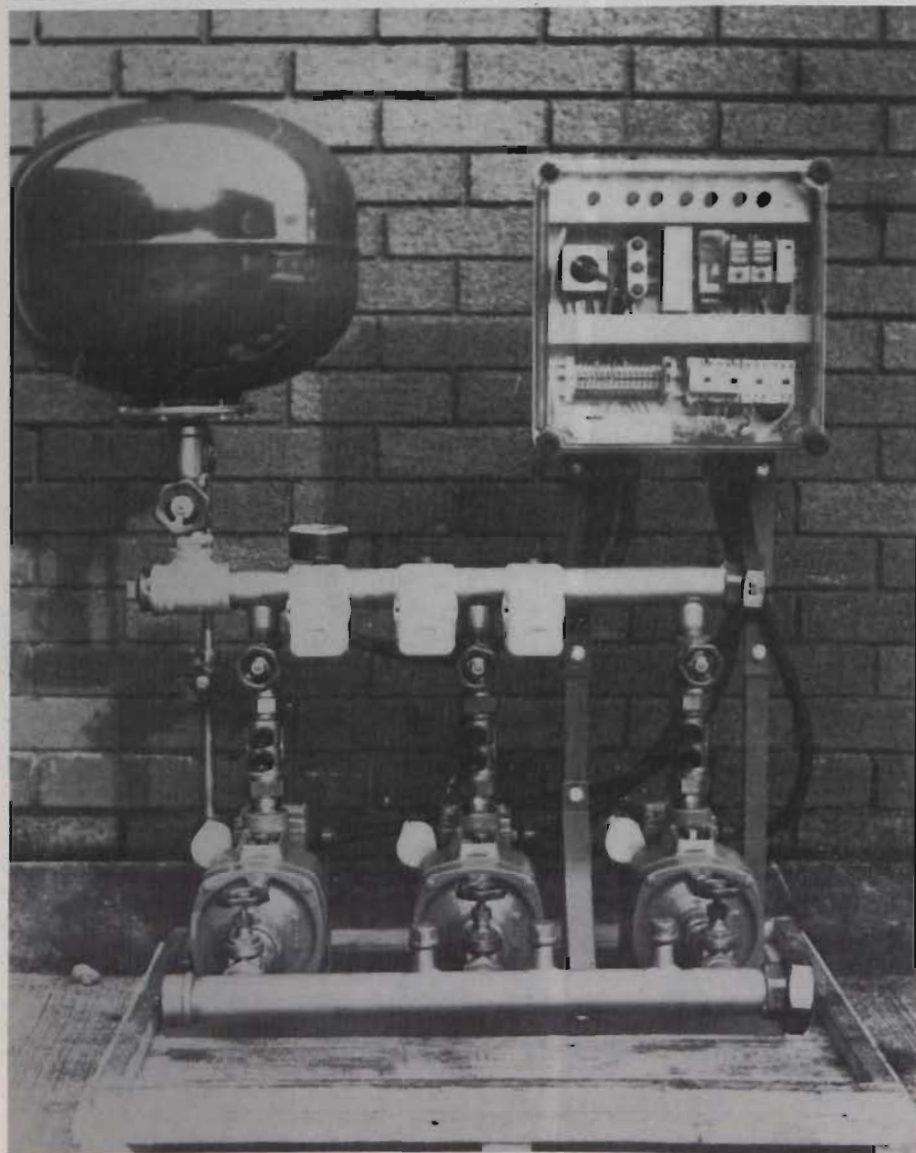
With over 50 years experience in ventilation, Vent-Axia have an unrivalled reputation for quality and reliability, it makes sense to order the name that 'comes out on top'.

Vent-Axia
INDUSTRIAL RANGE

APV Vent-Axia Ventilation Ltd.
KCR Industrial Estate, Ravensdale Park,
Kimmage, Dublin 12.
Tel: 01-900620/903188. Fax: 01-903418.

APV A member of the APV Group

MECHEX '89



• Wilo COe 3/34 fire hose reel set – one of the new units available from Wilo for the Irish market.

all the products will be available at the exhibition.

To reward visitors who come to their stand, Wilo are offering a Blomberg microwave oven each day of the exhibition to the visitor who correctly states the total nominal length of copper wire used in a Wilo RS 25/70r pump.

If more than one visitor gives the correct answer, then all correct replies will be included in a draw to see who the lucky winner is.

This draw will be under the supervision of Pat Lehane, Editor, *Irish Building Services News*, and the result will be announced each day at the end of the show. Winners will be notified in writing of their success. Replies can only be made for the competition on official Wilo entry tickets.

Wilo will also have some drinks and light refreshments available to visitors to the stand.

Stand Executives will be Tony Cusack and John Ryan of Wilo and Tim O'Flaherty and Jim King of Finheat.

See Stand No: 18/20.

<https://arrow.tudublin.ie/bsn/vol28/iss3/1>
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• The Wilo CW range of single pump boosters is available in either 3M³/Hr or 6M³/Hr versions with heads up to 108 metres (10.8 BAR).

Major Thorsman Acquisition —

Thorsman, the cable management and fixing specialists have recently purchased the English-based company, Floor Plan Electrical in a multi-million pound take-over, and subsequently appointed Irish Building Services Contracts to oversee the management and installation of the system.

Floor Plan Electrical is one of the leading access floor manufacturers in the UK and the only access floor company who also design and manufacture a complete integrated package, which includes access flooring; flush-floor trunking and power and communication circuit outlet boxes.

These new products, combined with Thorsmans already-extensive cable trunking systems, consolidate Thorsmans position as one of the leading companies in cable management.

Thorsman UK access floor systems are installed by a fully-trained and instructed team of floor layers, using laser levelling equipment to ensure exact tolerances are maintained. They are supported by a management organisation which provides design drawings and programme charts, and oversees delivery of the product to meet the contract programme. Irish Building Services Contracts have been given responsibility for this function in the Irish market.

Irish Building Services Contracts are the longest-established access floor installers in Ireland, first established in 1964. Their list of clients and installations is extremely varied covering the ESB, Board Telecom, AIB, Ulster Bank, Irish Life, Harp Brewery and Memory Computers.

Liam Stenson, Company Director of IBSC and Jan Janssens, Contracts Director, have both been involved with IBSC since 1964 and today they employ 18 people. The parent company — Irish Building Services Ltd — has been a customer of Thorsman Ireland Ltd's fixing/trunking range since 1974.

The following product information will give some insight into the extensive range now available via Thorsman and IBSC.

Thorsman floor panels — Thorsman floor panels are approved to PSA Specification, MOB 08-801, and have class "0" spread of flame as required by Building Regulations.

The unique wrap-around design of a one-piece box tray with sides mechanically crimped to the top sheet provides a fully-encapsulated shell, as well as an edge strength and stability which is unrivalled. The sound absorbing qualities of a high-density particle board infill provide a solid quietness underfoot.

The panels are screw-fixed to the pedestal head which ensures earth bonding to pedestal fixing head in

F 84

Case: painted aluminium alloy or heavy-duty nylon.
 Crystal: glass.
 Double bourdon spring: phosphor bronze with bimetal compensator.
 White dial with black numbers.
 Chromium plated ring - dust proof.
 Copper capillary with braided copper or PVC insulation.
 Available styles: bottom or back connection surface or flush mount.
 Case sizes: 52 - 60 - 80 - 100 - 130 - 150 - mm.



DIAL THERMOMETERS FOR FOOD COLD STORAGE AND ALL REFRIGERATION APPLICATIONS

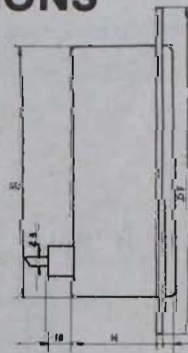
Back
Flange
Type



Tipo F.P

MISURE IN GOMBRO / OVERALL DIMENSIONS				
Ø mm	H	D	DF	C
52	29	52	72	-
60	34	60	64	29
80	40	80	105	37
100	40	100	130	36
130	40	130	160	36
150	45	150	180	40

Front
Flange
Type



Tipo F.A



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FL Beam Clamp



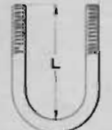
**Pipe
Supports**



Split Band Clamp



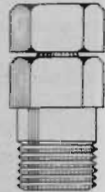
MUPRO Fixing Clamps



"U" Bolts
(plated C/W nuts)

**binder
engineering**

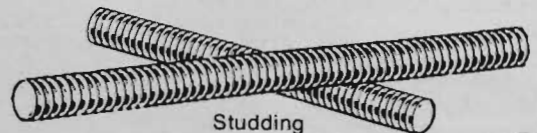
**Pressure
temperature and flow
measurement.**



Twinlok Universal
Test Plugs



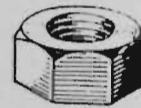
Pressure Gauges and
Adaptor Probe



Studding



Wedge Anchors



Nuts



Washers



Expansion Bolts

FASTENERS

Park Heating Appliances Ltd.



SUPPLIERS OF CENTRAL HEATING EQUIPMENT

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Grant

Oil and Solid Fuel Boilers

Park Heating Appliances Ltd.



Chapelizod, Dublin 20. Telephone 265711. Fax 267863. Telex 93709.

compliance to IEE Regulations. Panels are individually marked as part the company's own Quality Control System. Pedestals are manufactured from galvanised steel base plates, riveted to a tubular galvanised pillar. The top section is threaded to allow 20 mm of adjustment. The pedestal head has panel locating rings and fixing holes for securing the panels.

The purpose-developed, two-part adhesive provides a stability which exceeds the pedestal swing test requirement of MOB 08-801. A full range of accessories is available including ramps, steps, expansion joints, fire barriers and air grills.

Floor outlet boxes — Thorsman floor outlet boxes for raised access floors designed to be flexible, functional, easy to install or when necessary repositioned. They cater for all power, communications and data connections including the IBM-LAN.

There are three boxes in the range: Type 500 has a hard-wearing colour trim and caters for all types of power, communications and data connections; Type 400 also includes the above features, but is used where space is limited and suits floor voids between 60 mm and 90 mm. It should only be used with full access floors due to space limitations; Type 300 is for use when no carpet trim is required.

Integrated flush-floor trunking — Situated level with the floor panel, removal of a 200 mm cover plate allows easy direct access to cable. The benefit, of course, is that new cables, outlets or modification work can be carried out with minimal disturbance to the working environment. The space between the panel and sub-floor is, therefore, free for use by

other services. Sliding shutters in trunking enables moulded on connections for remote floor outlet units, such as Electrak and Multipoint, to be incorporated.

Under-panel trunking — Using the floor panel as a cover, the under-panel trunking is fitted to the pedestal, thereby allowing easy direct access to cables. Moulded-on plug-tops can be taken from the floor void into the trunking without interfering with other floor panels.

The versatility of this system is that it can be retro-fitted to speculative type developments, when a tenant has been appointed any additional lay-in installations of special cables can be housed, especially where range bending radii are used.

Electrak can be fitted to the centre compartment.

The system has knock-out sections for cross-overs to provide connections to remote floor outlet units. Floor outlet units can be fitted in panel directly above the trunking. Gaskets between the trunking top and floor panel prevent noise transfer.

In-cavity trunking — Steel trunking, complete with screw fixed cover, is available in one, two or three compartments to provide sealed cable management control in the floor void. The trunking side has conduit knockouts with drop-in flyover bridges for feeding to remote floor outlet units. Connection boxes can also be mounted beside trunking to make these connections and these accommodate the installation of terminals on connector blocks. All necessary functions are provided and modification changes can be provided on site.

See Stand No: 11.

Innovation Key Issue at Coppercraft

Recent developments at Coppercraft Ltd have seen brothers Dave and Terry Madigan pioneer some major breakthroughs in the development of unique applications in respect of heat exchangers.

A number of new products have resulted, most notably those for the commercial/industrial sector and the domestic sector.

At their stand in the RDS Coppercraft will have two working examples of large specially-developed heat exchangers on display while the award-winning Alfacraft domestic unit will also be on view.

Additionally, a computer facility will be on offer which utilises a software package developed specifically for one of Coppercraft's principals — Alfa Laval — which can simulate virtually any type of circumstance and produce working solutions.

Alfa Laval is undoubtedly the latest star in the Coppercraft line-up, coming to Mechex as it does fresh from its award-winning presence at the recent Brighter Homes & DIY Exhibition.

It is a unique product, conceived and brought to fruition by Dave and Terry Madigan. It employs an innovative concept for application in the domestic hot water sector which will vastly improve heat transfer and efficiency in this area.

In recent years there have been significant improvements in oil and gas-

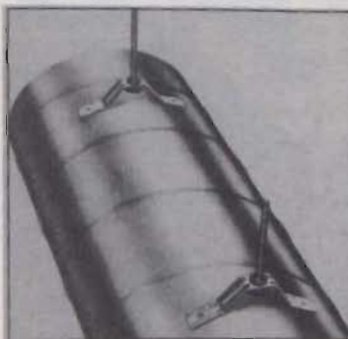
IBS Mechanical Support Systems

Irish Building Services are showing their comprehensive range of mechanical services support systems and are fully promoting the Mupro range of air duct supports and fixings, some of which are being displayed for the first time.

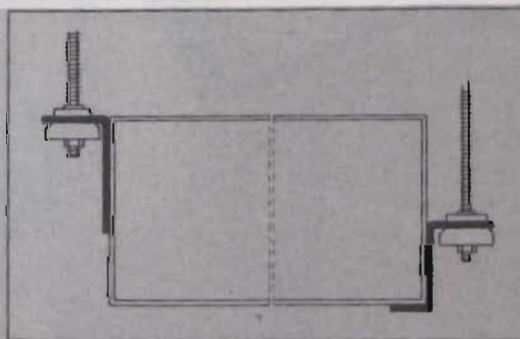
A new addition to the already-successful Mupro pipe clamp support system is the Mupro easy clamp which is lined pipe clamp suitable for fixing pipes up to 2" diameter. This is also being exhibited for the first time.

Irish Building Services celebrate their 25th year in business this year and as such have the back-up and support systems combining this experience in place to provide a comprehensive product supply package, coupled with an excellent mixture of service, technical design and practical assistance where required.

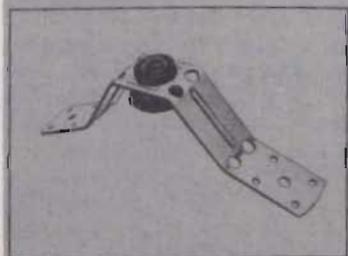
See Stand No: 11



Duct attached to the ceiling with Bracket and studding



Duct attached to the wall or to the ceiling with Duct Fixing Angles or Duct Fixing Twin Angles and studding



Duct Fixing Bracket



Duct Fixing Angle



Duct Fixing Twin Angle

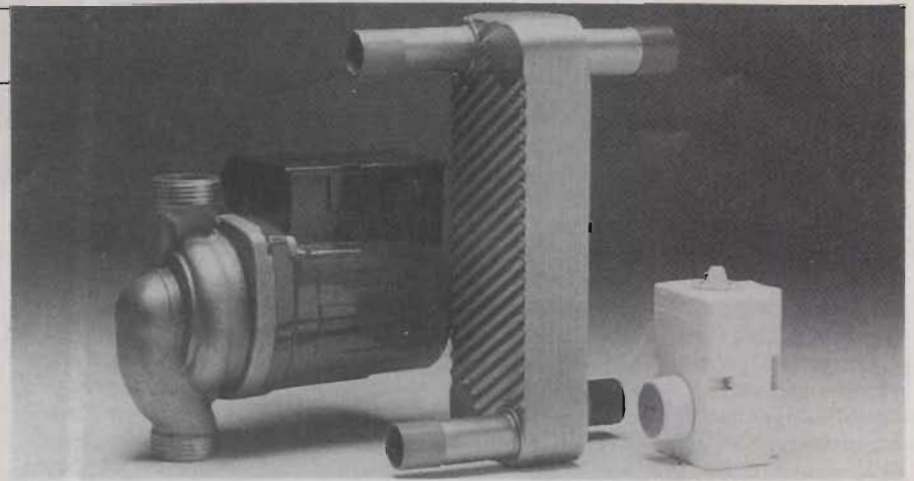
• Mupro duct fixing brackets with Dammgulast insulator for DIN 4109.

MECHEX '89

fired boilers but, unfortunately, to date there has been no corresponding development to take advantage in the transfer to this improved heat into the domestic hot water system.

The traditional method employed by established systems has been the indirect copper cylinder. The boiler water flows through a coil of copper tubing fitted inside the storage cylinder which transfers the boiler water heat into the stored water. Typical average heat-up time is two hours plus.

However, the new system devised by Coppercraft Ltd operates completely differently. It comprises three basic elements — a plate heat exchanger; a



• Picture shows from left: Bronze pump; the Alfacraft heat exchanger; and the thermostat. Further refinements — including the addition of an extra thermostat — have since been incorporated into the system pictured above.

“Deal yourself a winning hand”

Barlo “Blenheim” and “Balmoral” wall hung Gas Boilers.
Barlo “Superheat” High Output Convector Radiators.
Barlo Electronic Programmers, Valves, Room Thermostats.
Barlo Flexible pipe insulation.
Barlo — Quality heating products with style.

Barlo Heating Limited
Barlo House, Long Mile Road,
Dublin 12. Tel: (01) 901399.
Clonmel (052) 22822.

BARLO

bronze pump; and two strap-on thermostats. It is used in conjunction with a direct copper cylinder, i.e., one with no coil.

The bronze pump sends a flow of cold water from the bottom of the cylinder through the heat exchanger which instantly heats it to the required temperature by transferring the heat of the boiler water as it flows through the exchanger in the opposite direction.

An important point to note at this juncture is that the domestic water and boiler water never touch ... only the heat is transferred.

The heated domestic water is fed back into the top of the cylinder, the point from which all taps and outlets are supplied. If this hot water is not required immediately, it travels down into the cylinder until the hot water level reaches the strap-on thermostats which switch off the bronze pump.

Principal advantages are that (a) Instant hot water is available when the boiler is operating; (b) There is a continuous flow of hot water; (c) Cylinder contents heat-up is much quicker; (d) It becomes economic to use the boiler to heat water in summer as well as winter; (e) There is no longer a need to pre-plan bath times.

See Stand No: 54.

First Showing of Glotec by Quadrant/Park

Quadrant Engineering Ltd will be exhibiting the latest Buderus boilers, Riello oil and gas burners and Krom-Schroder gas trains. Examples of Logstor-pre-insulated piping will be on display also.

In recent weeks Quadrant have been appointed agents for Bradlee steam boilers. Bradlee boilers, well-known in Ireland are now part of the John Jeffreys Group. There will be a 1000 lb. per hour boiler on display and John Jelley, Sales Director, John Jeffrey & Co Ltd, will be in attendance.

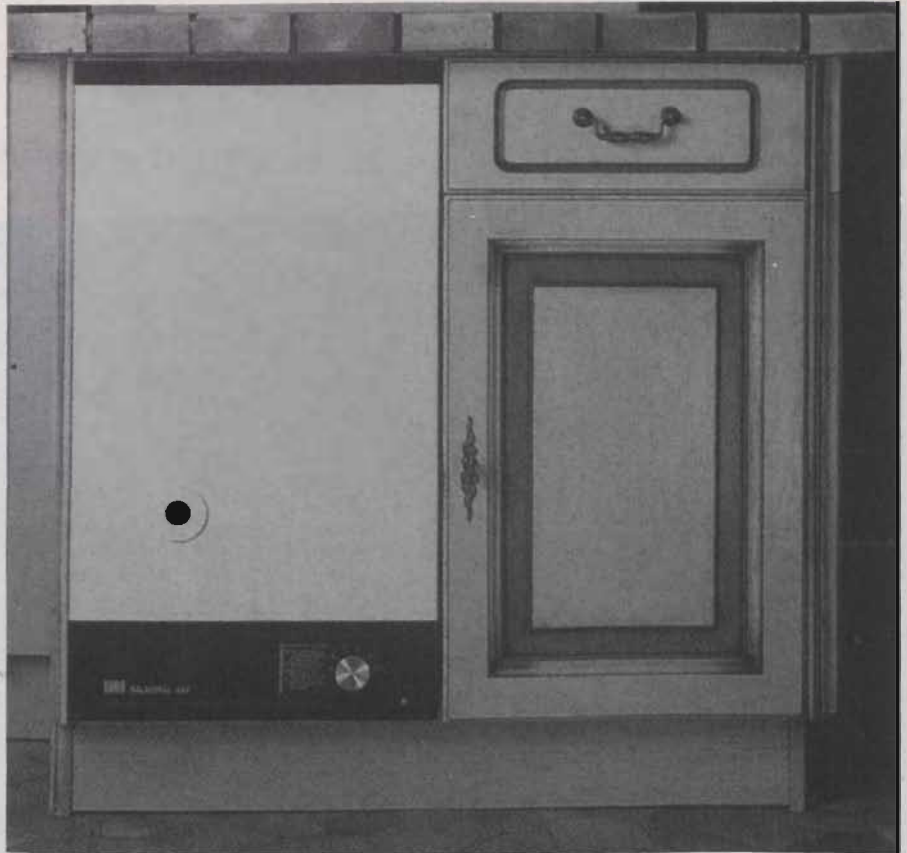
Quadrant have also been appointed agents for Coster Controls of Italy. Coster manufacture a wide range of controls for domestic and industrial applications, including electronic temperature regulators, optimizers, electronic mixing valves, sequential controllers, gas leakage sensing equipment and 3-way valves with actuators.

Smedegaard Pumps of Dundalk will also be represented with a wide selection of their pump range.

Park Heating Ltd — a subsidiary of Quadrant Engineers Ltd — will be showing examples of Le Blanc Combi type gas boilers from France and Filiberti gas boilers from Italy, as well as various types of gas-fired convector heaters.

The main talking point of the exhibition however, is expected to be the Irish-manufactured gas condensing boiler — Glotec. This will be its very first showing at a major heating exhibition in Ireland.

Already users of the many boilers now installed are testifying to their high efficiency and low operating costs. Multiple installation are already in use in hotels, etc, where they have replaced traditional boilers for central heating and DHW purposes. Michael Vaughan and John Wood will be on hand to answer any queries and to explain the technology which is American in origin.
See Stand No: 32/34.



• Barlo's Balmoral domestic boiler can be fitted almost anywhere to suit individuals requirements.



One source for all your pumps

HOLFELD PUMPS 

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TEL: (01) 887361.
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MECHEX '89

Grundfos Pumps — The Name You Can Trust



• Examples from the Grundfos industrial pump range. They include (left to right): the NM/NP end suction pump; the CR vertical multistage in-line pump; the LM/LP single stage in-line pump, and a smaller CR centrifugal pump.

Since its formation in 1945, Grundfos has grown into a truly international operation with its own companies in countries stretching from Scandinavia to Nigeria, the United States to Australia and Singapore to Ireland. Yet, despite the fact that there are only 21 operating companies within the Group worldwide, the importance of Ireland is reflected in the fact that one of these is based in Dublin.

Of course, in addition to these, there are also many agents and distributors in various countries throughout the world

which are so located as to ensure the availability of Grundfos products in virtually every country.

Research and development are of fundamental importance to Grundfos, and the Group continues to increase its level of R&D funding. Thanks to these investments, features like outstanding industrial design, advanced electronics and the use of high-tech materials will continue to be the hallmarks of the range in the 1990s.

The importance of using stainless steel

components throughout cannot be over-emphasised in respect of any pumping requirement.

New standards of operational efficiency have been achieved by the fabrication of these light yet strong and corrosion-free components.

During the development stage of these pumps particular attention was paid to achieving a high degree of operational reliability and efficiency. Simplicity of design coupled with the standardisation of components has ensured that, once a pump is installed and operating for long periods, routine maintenance is reduced to an absolute minimum. Even when a major overhaul is necessary, the pumps can be stripped down to component form quickly and simply.

Nonetheless, the many factors — such as technical excellence, production “know-how”, investment in R&D and machine tools — which make the foregoing features possible are but one side of the Grundfos story. Perhaps even more important is the understanding and friendly relationship that has been formed between the company and its many customers and eventual end-users.

It was to strengthen this aspect of the Grundfos service offering that Grundfos (Ireland) was formed nearly four years ago. In addition to providing a stockholding facility from which appointed distributors can draw supplies, technical and educational support is available at all times.

Grundfos personnel can be contacted directly with particular problems or unusual application requirements, and are willing to travel to specific venues when necessary to provide technical advice and assistance free of charge.

Finally, the refinements afforded by technological breakthroughs have also meant more efficient production methods with the end result of less expensive pumps. On a comparative basis — and especially taking into account the low energy usage and greater performance and efficiency — Grundfos pumps are the most cost-effective units in the marketplace.

Not that quality suffers. As the foregoing illustrates, its clear why the name Grundfos is synonymous with quality pump technology. This is true of the entire range, from the popular domestic hot water circulator — Grundfos are in fact the world's foremost producer of domestic circulators with over 50% of all worldwide sales in this sector — to the largest submersible borehole pump.

For industrial/commercial applications, Grundfos has a wide range of hot water circulators, together with boiler feed, booster and general service pumps.

See Stand No: 6/8.

VEHA

Make Sure It Is A

Kingspan Veba RADIATOR

The Superior Rolled Topped High Output Radiator manufactured in Wicklow in one of Europe's most modern plants, meeting the imports head-on.

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Thorsmans the Fixing Specialist in Drogheda.

For professionals in the building trade there is a constant need for professional fixings.

Fixings adapted to Irish building materials and with specified and proven performance.

65 enthusiastic people at Thorsmans in Drogheda produce and market a range of fixings that covers all materials, loads and specifications.

From simple Thorsman plugs to large acid proof Torgrip expansion bolts for the toughest of conditions.

All products are tailormade for their specific app-

lications and with highest standard of product design, performance and quality.

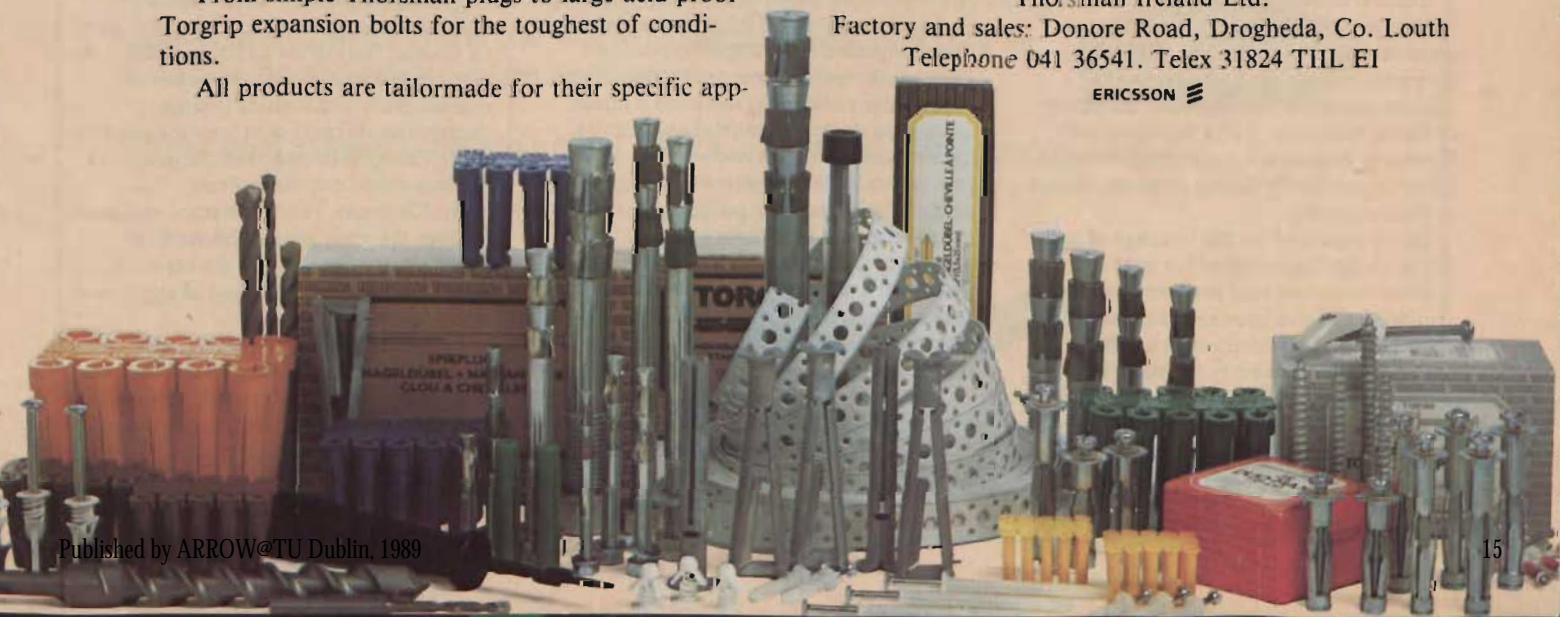
A standard which is successful in the most demanding of international markets and are verified by extensive tests by IIRS.

THORSMANS

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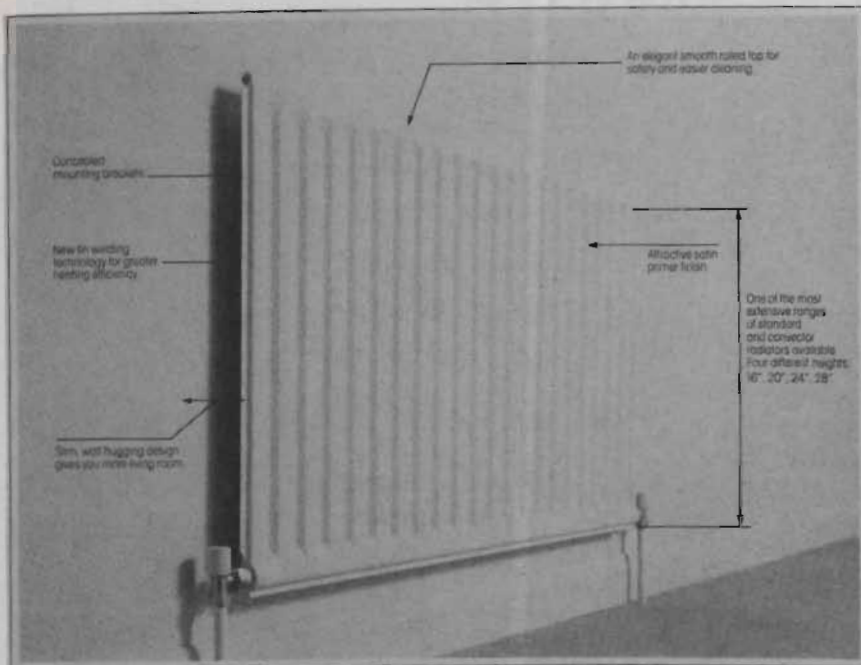
Factory and sales: Donore Road, Drogheda, Co. Louth
Telephone 041 36541. Telex 31824 THIL EI

ERICSSON



MECHEX '89

Barlo — 'Quality Heating Products with Style'



• Radiators from Barlo.

Barlo Heating Ltd, one of Ireland's leading domestic radiator manufacturers, now markets a comprehensive range of heating products.

The new 35 mm fin high-output "Superheat" range of rolled-top radiators and convectors includes over 150 stock sizes and four heights — 16, 20, 24 and 28 inch and a wide range of standard widths. Special sizes for awkward areas are available to order.

The convectors have a high output 35mm flue of a unique design which provides greater heat transfer than most other radiators on the market. Barlo's round-top radiators are safer and easier to clean and come in a superb new paint finish and wrapped in re-designed packaging incorporating electronically printed labelling of sizes and complete with their own brackets.

The Barlo Blenheim and Balmoral are lightweight room-sealed wall-mounted domestic gas boilers for use with fully pumped systems. Barlo boilers are a natural match for the style and efficiency of Barlo radiators. Barlo Blenheim and Balmoral Boilers are quality inspected and tested individually during production and at final assembly.

Every aspect of the Barlo range of gas boilers has been designed for quiet, reliable operation and easy servicing. All components have been selected for their reliability and are located on a robust frame, with accessibility in mind. The range includes models suitable for use with natural gas and LPG.

The Balmoral features a multi-directional fan assisted flue so it can be

sited almost anywhere. The compact dimensions allow for fitting flush with modern kitchen units, while water connections can be angled through 90° to provide for a wide range of individual applications. The boiler has fully sequential micro-processor-controlled ignition systems which minimises gas consumption and provides for totally-automatic operation.

The precision-made copper heat exchangers, with high-limit thermostat and built-in pump over-run, give the Barlo Balmoral an 80% efficiency.

To complement the range of radiators and boilers, Barlo also has a range of radiator valves, controls and insulation. Barlo controls ensure that you get the best out of your heating system in terms of comfort and economy. Carefully selected for simple insulation and operation, Barlo controls are compatible with most systems and provide excellent long-term reliability. The comprehensive range includes an ultra-modern electronic programme with independent weekday/weekend control, an elegant room thermostat and robust uncomplicated motorised valves. Masterflex is Barlo's pipe insulation and is made from closed-cell polyethylene and comes semi-slit to fit over existing pipework quickly and easily. Masterflex is flexible and resistant and "memorises" its original shape, so snaps back to its normal cylindrical form after being slipped over pipework.

The comprehensive range of heating products from Barlo are indeed — "Quality Heating Products with Style". See Stand No. 5.

Kingspan Veba - — a new force in radiators

Kingspan Veba is the most recent acquisition of the Kingspan Group, the rapidly-expanding and highly-successful building products Group, which has seven manufacturing plants in the UK and Ireland. The name Veba has been synonymous throughout the UK and Ireland — North and South — with radiators. To the name Veba, Kingspan has been added, itself renowned for its quality and innovative building products and systems. Hence Kingspan Veba.

The combined strengths of both organisations will be brought to bear on all aspects of the heating business. The marketing strengths and the ingenuity of both research and development departments will be used to the advantage of the many merchants stocking Kingspan Veba products.

Very few companies in this industry are better placed than Kingspan Veba to make such an important contribution to the changing and challenging situation of the heating industry. It has always been their policy to promote and maintain the highest possible standards of design and workmanship, both in their own products and within the industry as a whole.

Not only has safety not been compromised in the Kingspan Veba radiator design — in fact, safety comes first. There is no sharp top to injure or damage. Kingspan Veba has a rolled top instead of a welded top seam, common to most competitors.

Kingsman Veba convector radiators combine good looks with reliability and durability. Manufacturing procedures are up to the requirements of the British Standard Institution Kitemark programme for the certification of quality product and heat output.

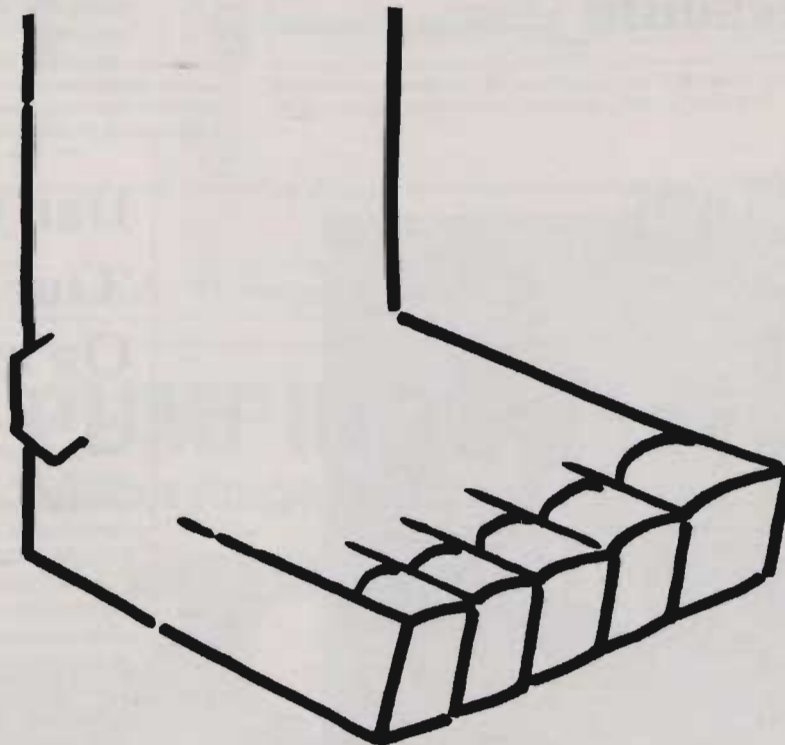
To ensure that convector radiators arrive at their destination in mint condition, each one is individually wrapped as it comes out of the paint line. Of course, during the painting process the convector goes through a number of operations which include cleaning, degreasing and anti-mist treatment before being finally submerged in the paint in a process called electrophoresis.

No Kingspan Veba convector radiator reaches the paint plant without first having been tested at 106 lbs per sq in, thereby combining the ideal of toughness with beauty.

Kingspan Veba boasts the largest range of radiators in the market in the following categories — panel radiators; convector radiators; 'V' Low Lino radiators; and curved and angle radiators.

See Stand No: 14/16.

WALKER HAS AIR CONDITIONED — MORE — SQUARE FEET...



Remember this ad? Certainly those who have been in business as long as we have will! But it's as valid today as it was back in the Sixties — the market has developed and changed, but Walker Air Conditioning remains Ireland's largest air conditioning supplier and Carrier is still the world's biggest selling brand of air conditioning and refrigeration equipment.



Carrier from Walker — Ireland's No. 1 choice — yesterday, today and tomorrow.



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MECHEX '89

Industrial Roof Range from Vent-Axia

Vent-Axia now offer a range of industrial roof fans.

Designed to remove contaminated air, and so to create a healthier working environment, the units are moulded from polymeric materials to ensure a rigid profile against high winds.

Available with specially-matched electrical controllers, Vent-Axia roof fans

are fitted as standard with dynamically-balanced rotors, IP55 protected motors to resist dust and water entry, and greased bearings for trouble-free operation. All carry a two-year guarantee.

The range consists of seven models, all controllable, with optional backdraught shutters, and bird guards.
See Stand No: 3.

Manotherm — The Instrument Control Specialists



They have been in business for 32 years and are showing their long-established lines of quality controls, such as, pressure gauges, thermometers, thermostats, humidistats and fan-speed controls. They represent such prestigious international companies as Johnson Controls (Penn Products), which are renowned throughout the world, and their range is so extensive that it is almost impossible to detail the comprehensive choice of controls for the refrigeration, air-conditioning and heating industries.

Also exhibited is Dwyer Controls, who have a large range of Manometers, the famous Dwyer Magnehelic Dial Gauge, with pressures as low as $\frac{1}{4}$ " WG and static

pressures to 15 PSI, pressure switches pressure transmitters, pitot tubes, and air velocity measuring instruments.

Manotherm are also agents for Bourdon Pressure Gauges; West process controllers and sensors; Rueger thermometers from Switzerland; Transinstrument Pressure transducers and transmitters; Land non-contact infra-red thermometers; Air Limited air velocity instruments; Digitron portable and panel mounted thermometers and pressure meters; Solomat Modular Instruments with plug-in input modules to enable almost any parameter to be measured; Platon flow meters and Micatrone digital micro manometer indicator/controllers.

Micatrone manufacture a complete range of electronic low-pressure controllers, with built-in pressure sensor to keep the pressure constant in air treatment systems. They have digital displays, milliamp outputs, and have built-in controls such as, valve motor drive and PID control. There is a choice of remote control (0/20 mA), of the set point or switching between 2 set point (Day/Night).

They are for use on positive, negative and differential pressure, covering the range from 0/200 PA to 0/5 KPA. The pressure sensor in-built into the housing, has auto-manual control and full adjustment of the PID values. They are for use on boiler and general air conditioning applications.

Manotherm also represents other major brand names for instrumentation and controls in the general industrial and food sectors.

See Stand No: 50.

Dan Chambers — 'Our Fans Go On and On'

Dan Chambers Ventilation — through its association with the Roof Units Group in the UK — is delighted to announce the introduction of the world's first speed-controllable external rotor mixed flow impeller in-line fan.

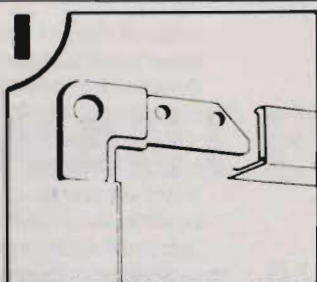
Roof Units Group are brand leaders and pioneers in in-line technology and, after much research and development, the in-line mixed-flow fan is certainly a major breakthrough.

Gone are the days of 2-stage and 2-pole axial fans. Stage idling and 2-speed motors. The in-line mixed flow fan can develop pressures of up to 500 Pa and be speed controllable.

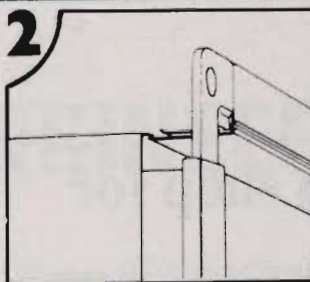
What else from Dan Chambers Ventilation?

What about the new Euroflow SD range wall mounting fans? These incorporate a centrifugal impeller, complete with duct connection spigot. A few short years ago such a machine was unheard of — today they're off-the-shelf at reasonable cost. What else?

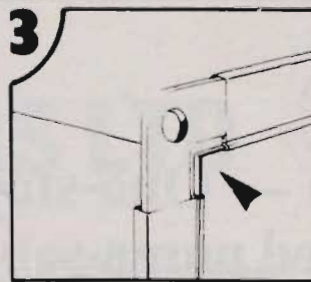
- Centrifugal fans from Airflow Developments Ltd;
- Doby duct flanging;
- Made to size Air Distribution grilles and louvres;
- Made to size fire dampers and volume control dampers;
- Stainless steel bifurcated and centrifugal fans;



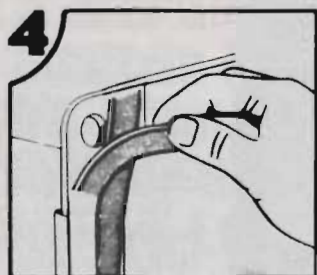
Insert corner pieces into the sections to the stop and spotweld or press-punch corner piece (machine DS78/)



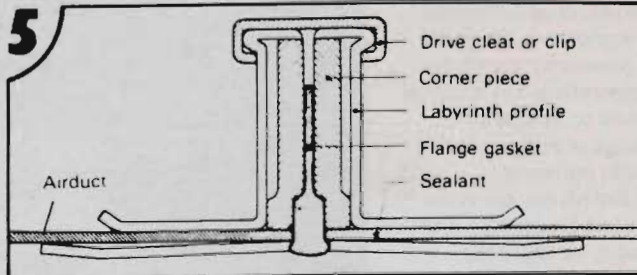
Place frame onto airduct and spotweld or rivet at 150 - 300 c/s to duct.



The airduct passes through under the corner piece to the upper side of the flange.



Fix gasket to the inside of the section. In the corner area draw same to the inner side of the duct and overlap as shown.



Showing cross-section of the corner piece area. Tightness is optimum because airduct passes through the corner piece to the gasket.

- The exceptionally-strong, slide-on Doby flanging is now available ex-stock from Dan Chambers.

— Quiet pack — centrifugal fans — Single or twin in sound insulated fan box;

— Q-line range of silencers.
“We could go on an on — our fans do,”

said a spokesman.
See Stand No: 62.

WILO PUMPING PERFECTION

From **the** foremost range of pumps for building services



IPn-Series

Inline industrial circulating pumps
Flow rates up to 77 l/s · Heads up to 750 kPa
Max. flow temperatures: 140°C



DPn-Series

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Max. flow temperatures: 140°C

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MECHEX '89

Holfeld — One-stop shop for packaged pump sets

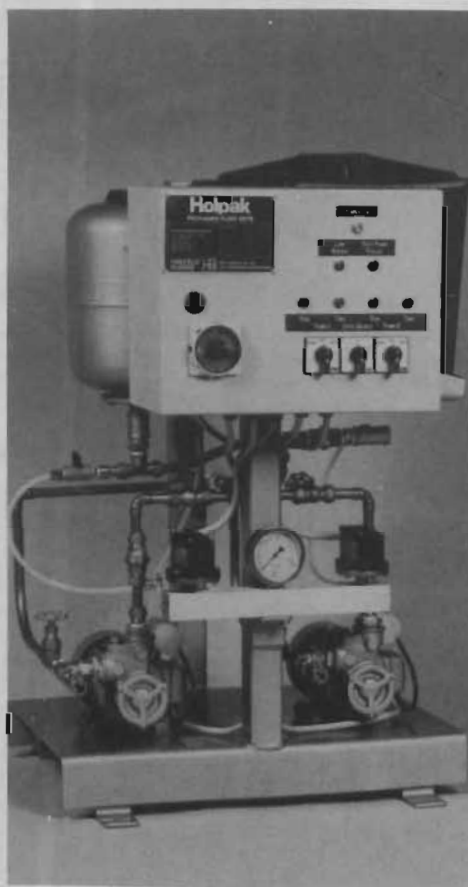
H.R. Holfeld (Hydraulics) Ltd, the Stillorgan, Dublin-based fluid handling specialist feature a wide range of Holpak packaged pumping equipment. Pride of place goes to a new pressurisation set for make-up on low temperature, hot water or chilled water, domestic or industrial systems. The new range of Holpak HFT series of pressurisation units were introduced into the British market at the London H&V Show last November. The unit is primarily used to cater for the make-up and pressurisation requirements of LPHW, chilled water and versatemp sealed systems.

The single or twin pump-packaged unit is based around three different sized centrifugal pumps offering heads up to 40, 59 and 70 metres. All pumps are available for either single phase 240V or 3-phase 415V electrical supply. The unit is supplied complete with high and low-pressure cut-out switches for a heating system or a low pressure cut-out switch for a chilled water system. The switch can be wired to interrupt the boiler or chiller controls. The new unit is supplied as standard with run and trip indicators, optional extras including volt free signalling, low water and protection in break tank and audible alarms with reset.

In certain installations, high leakage rate can prevail undetected, causing over-frequent operation of the pressurisation pump. The new unit can be easily fitted with unique monitoring equipment providing visual and audible alarms if the operation of the pump exceeds the accepted norm. "Hours run" counters are also available in order to indicate pump load sharing whilst also acting as a system water loss signal.

Also on show for the first time is the revised and updated range of packaged twin fuel oil transfer sets with full panel control. Designed to suit both domestic and industrial heating requirements, for supply of oil to generator sets and for tank transfer, the Holpak series of HCA, HIR and HCH oil transfer sets for use on systems where gravity feed to the burner of generator is not possible. They may also be used on systems requiring pressure over a wide range of fuel oil conditions.

Each Holpak set comprises two pumps — either gear or liquid ring self-priming types — depending on application and the viscosity of the liquid to be pumped. Close-coupled HCA and HCAM liquid ring pump sets for gas/oil are based



• The new Holpak HFTM61/2 pressurisation sets for sealed water systems available with unique excessive demand warning controls manufactured by Holfeld Pumps.

around two self-priming pumps without opposite rotation, the standby pump being brought into operation by adjustment of a three-way valve. The pipeline relief valve is able to receive full flow from either pump and is set to operate at a slightly higher pressure than that required in the line.

Five models are now available with capacities up to 40 lit/min. and heads up to 53 m. Type HIR and HIM sets consist of two matched, oppositely rotating gear pumps and are designed for pumping liquids with higher viscosities up to 8°E at 50°C. The standby pump on these units is operated by means of the three-way valve and manual starter. Seven of these particular model sizes are available with capacities up to 10 lit/min. and heads up to 50 m.

With the theme, "One-stop shop for packaged pump sets" in mind, the company is also displaying its extensive

range of Holpak packaged automatic cold water pressure booster sets. These sets are designed for installation where water pressure must be boosted to ensure adequate distribution throughout the system. They may be applied to drinking water supply, general water services, fire hose reel installations and a host of industrial and process water applications.

On show will be a high-capacity and pressure example from the HCR8 series and the domestic/light commercial HCH2 series. Holpak booster sets are designed and manufactured to meet specific customer requirements, around 2, 3 or more independent pump and motor units. A substantial photography display on the stand will highlight the success rate Holfeld Pumps have had with multiple pump units on prestigious projects throughout Ireland and overseas.

The packaged equipment section of the display will be completed by a Holpak HFR fire hose reel booster set. Fully automatic and designed for first line of defence fire fighting, these sets comply with BS3506 Part 1, 1975 and also meet London Fire Brigade regulations which call for an individual pump output of 2.3 lit/sec. These fire pump sets are used extensively by major fire protection contractors including Chubb, Thorn Security and J & P Paraskevides.

Emphasising the strength of their ability and commitment to the Irish market, H R Holfeld Group which has been active since 1949 as diversified engineering product specialists will be completing the Holfeld Pumps exhibits with a selection of Grundfos commercial and twin circulators, LM/LP inline pumps, sump and submersible pumps, plus various CR multi-stage centrifugal pumps. The company is the largest distributor of the Grundfos range in Ireland from its established Dublin and Belfast works locations.

Holfeld Pumps complete their display with a selection from their own HNM series of end suction pumps. Close-coupled and electrically driven, these centrifugal pumps offer high technology, high performance solutions to a wide range of domestic, commercial and industrial application requirements. Exceptionally competitive in price, these HNM pumps are available covering an exceptionally large capacity range.

As an Irish owned company with a proven track record within the mechanical building/services industry, Holfeld Pumps are the key player in the market. As the only manufacturer of packaged pump sets on a commercial basis in Ireland and their ability to distribute numerous loose pump ranges from other manufacturers with the availability of allied pumping equipment, the firm has the ability to meet most application and requirements from consulting engineers, contractors and clients alike.

See Stand No: 44/46.

QUADRANT ENGINEERS LTD

Agents in Ireland for



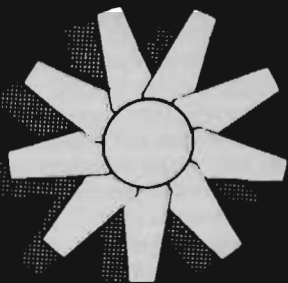
Andrews Heaters, Air Conditioners & Dehumidifiers
Buderus Boilers, Calorifiers & Radiators
Riello Oil & Gas Burners
Heraeus Electric I.R. Radiators
Logstor Pre-insulated Piping
Krom-Schroder Gas Valves & Controls
Bradlee Boilers Ltd.
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FACE TO FACE

DAMIEN PARLOUR



• Damien Parlour, Managing Director.

Unassuming Yet Forceful

WHILE on the face of it Tempar Ltd appears to have emerged out of nowhere recently as one of the leading product supply and maintenance companies within the air conditioning sector, the truth of the matter is that, since its formation in 1982, it has been gradually gaining ground on its competitors.

Indeed, throughout this period the industry overall experienced a marked decline with some notable companies going into liquidation. However, not only did Tempar manage to survive ... it prospered.

Nonetheless, this growth it experienced was kept very much in check. Even today with enquiry levels surpassing all expectations, Managing Director Damien Parlour keeps a very tight rein on the rate of expansion.

That said, Tempar is undoubtedly on the expansion trail. "Yes", says Damien, "we have definitely entered a new phase in the company's development. Originally, we set up as a pure service/maintenance company. It was not until a few years later

that we entered the product supply business.

"Over the last few years we have, I suppose, evolved into a somewhat different company in that we are now a truly two-faceted business dealing on the one hand with service and maintenance and on the other with the provision of product.

"This has worked extremely well for us. In fact, it was our success in the maintenance and service field which led to our existing customer base requesting that we provide them with appliances also."

This evolutionary development of the fundamental base of the company has brought Tempar to the present position where it is now on the point of a major restructuring programme which will result in an even more comprehensive and efficient service to all customers.

Plans include the development of new showroom facilities so that prospective purchasers of equipment can view the products in appropriate settings.

Not that Tempar is moving away from its

original core business, i.e. service and maintenance. Indeed, Damien Parlour emphasised that, if anything, this aspect of the company's business is stronger than ever.

As already stated, Tempar was originally set up as a pure service/maintenance concern with the avowed aim of providing comprehensive cover in an efficient, but uncomplicated manner.

There are six directors, the principal functionaries being Damien Parlour and Seamus Morgan. Damien is Managing Director with overall responsibility for both facets of the business while Seamus takes special responsibility for the co-ordination of the service and maintenance team on a day-to-day basis.

However, Damien says that it is very much a joint effort, not just between himself and Seamus, but by the entire staff complement. "We have an open-door management policy at Tempar," says Damien, "and find that the system not only dilutes potential areas of conflict, but in fact leads to everyone adopting a very responsible attitude to all company affairs."

A reflection of the atmosphere at Tempar is that, since its formation in 1982, only three employees have left, and none of them went to other similar companies. One emigrated, one set up on his own, and the other joined a very large commercial institution.

According to Damien, this is especially important in the area of service and maintenance where it is the 12 service engineers who present the "face" of the company to the customer. "It is their attitude and efficiency which has gained us the enviable reputation we have, especially for reliability and the promptness and flexibility we demonstrate when responding to the more awkward and difficult situation.

"In emergencies we guarantee a 1-hour response turnaround. More often than not, however, we do even better than that. All service vehicles are fitted with 2-way radios while each engineer also carries a 'bleep' to ensure that contact can be made while he is actually working on a job.

"But there are other important elements to service and maintenance. Accurate and regular reports of the state of plant, the work carried out, etc, are an essential element of what we provide the customer with. Indeed, very often this may be all the client sees in the end of the day. Everything may be functioning as it should

but it's vital that the client knows precisely what's going on.

"Indeed, we also meet regularly with the client or the nominated person who perhaps might be the service engineer to discuss matters in general. Essentially, we go to great lengths to identify what precisely the client needs and indeed wants and to then meet that requirement."

With such attention to the smallest of details, it's not surprising to find that the Tempar service/maintenance portfolio includes such buildings as RTE Montrose, Bank of Ireland Head Office, CIF Headquarters, Clanwilliam Court Development in Lower Baggot Street, Fitzwilton House, The College of Surgeons, etc., etc. The list is endless. However, what all buildings have in common is that they are prestigious developments.

Service and maintenance will continue to be Tempar's core business but the development of the product supply aspect will continue since one complements the other. Indeed, by association with some of the principals for whom it acts as distributor, Tempar has gained considerably, especially in the development of marketing techniques which can be applied equally well to the service/maintenance side of the business.

On the product supply side Tempar has, to date, three exclusive arrangements — with Seveso, Mitsubishi and Aerotechnica. The product line-up from each is such that



• Seamus Morgan

the product intake is complementary so that all customers' requirements can be met.

Given that Mitsubishi has an Irish-registered company — and taking into consideration the very professional marketing strategy it adopts — Tempar has gained significantly from its association in this instance. Equally so, Mitsubishi has gained a considerable foothold in the marketplace for chosen product categories which, without Tempar's involvement, would have been far harder to come by.

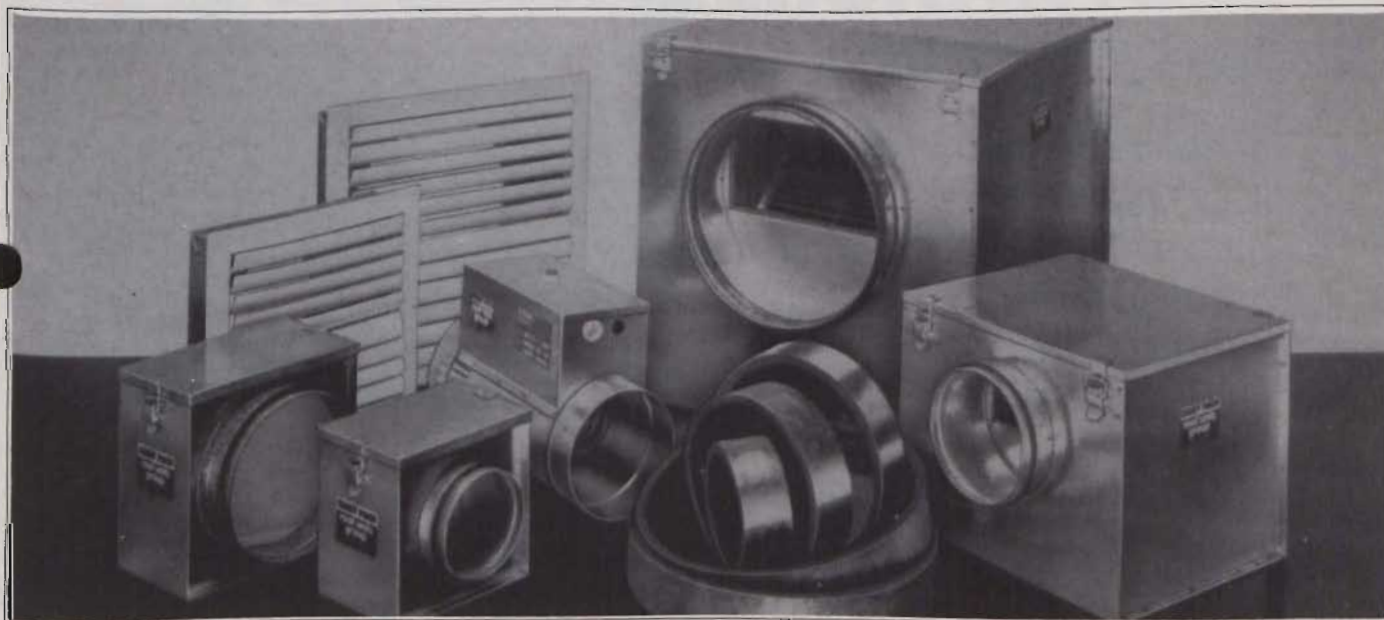
For the future, further agency/distribution agreements have not been ruled out, but once again Damien ParLOUR stresses that growth for turnover's sake is not the company's objective.

"We see a very healthy long-term future for ourselves," says Damien. "However, as in everything we do, we intend to control our rate of expansion so that the essential ingredients which make up the core strength of the company are not altered."

"Equally so, the development of the product supply side of the business will be controlled so that it is at all times complementary to our service/maintenance business rather than in conflict with it."

As the foregoing illustrates — steady, progressive growth is the order of the day at Tempar as opposed to rapid uncontrolled expansion.

Who's ventilation units are breaking the sound barrier?



Quiet Pack offers single and twin fans the peaceful alternative to powerful air extraction for environments requiring low break-out noise levels.

These sound absorbent ventilation units are powered by an external rotor motor which delivers vibration-free running with the option of total speed control.

And of course, Hotspot protection is fitted against possible overload.

BIGGER ON POWER—BETTER ON SERVICE

Roof Unit's originality in design and positive attitude towards customer needs has earned them the enviable reputation for being the most respected air movement company in the UK today.

The philosophy behind Roof Units is simple — to provide the best product

range and back it up with the best service and delivery.

As you would expect, Roof units are a member of BS5750 Part 1, quality assurance scheme for fans and were the first people to provide Hotspot motor protection as standard throughout the range.

It is the commitment to provide a better product which has resulted in Roof Units producing many brand leaders from a product range which is unsurpassed for quality and dependability.

ROOF UNITS GROUP

AVAILABLE VIA BELFAST & DUBLIN DISTRIBUTORS
ENVIRONMENTAL SUPPLY CO. LIMITED (0232) 53329
DAN CHAMBERS LIMITED 01-720448

A MEMBER OF THE AIR MOVEMENT GROUP


“Bon Appetit” with MITSUBISHI at La Caleche d’Or



Interior view showing ceiling cassette

Heating — Cooling — Ventilation

Nothing is left to chance regarding comfort at La Caleche d’Or. Conscious of the inability of conventional heating systems to respond to changing environmental conditions. The owners decided to opt for “the complete package” from Tempar Ltd. The Mitsubishi heat pump units, located in the ceiling of the restaurant provide economical heating and cooling as required and each responds very rapidly to its microprocessor based controller giving year round optimum comfort conditions in the restaurant. For each unit of electricity used, the heat pumps can provide up to three units of heating or cooling, so economy of operations is assured.

 **MITSUBISHI Model PLH Ceiling Cassette Heat Pump Installation at La Caleche d’Or Chinese Restaurant in Nutgrove Shopping Centre, Rathfarnham, Dublin 14 as supplied by Tempar Ltd.**



Outdoor units of heat pumps.

For Full Information on Mitsubishi Air Conditioning Systems, Contact:-

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AIR CONDITIONING & REFRIGERATION ENGINEERS

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IRISH BUILDING SERVICES NEWS

McInerney Contracting Wins £36 Million of New Work

McINERNEY CONTRACTING Ltd, the subsidiary of McInerney Properties plc, has obtained new work valued at over £36 million. Details were announced by Dan McInerney, Chairman of the Group, at a reception to mark the opening of McInerney's new head office at 27-28 Herbert Place, Dublin 2 recently.

The new work covers five schemes in Ireland, four of which are located in the greater Dublin area.

The first involves the construction of new office buildings totalling 125,000 sq ft for Earlsfort Centre Development Ltd at Earlsfort Terrace, Dublin 2. The scheme covers blocks D + E of the Earlsfort Centre Development project and is valued at £8.5 million.

The new building will be set within the plaza of the Earlsfort Centre and will face the Conrad

International Hotel. It will include underground car parking with a capacity for 60

vehicles and computer flooring. Work has already begun on the scheme and is expected to be completed within eighteen months.

McInerney Contracting Ltd has secured major extension works to the Ballymore Eustace Water Treatment Plant for

Dublin Corporation. The contract is valued at £10 million. The extension work will double the capacity of the plant to cater for an additional 20 million gallons per day.

Construction work will involve building large sedimentation tanks, a water tower,



• Pictured above at a reception to mark the official opening of McInerney Properties new head office at which details of new work valued at £36 million obtained by McInerney Contracting Ltd. were announced were (from left to right): Andy McInerney, Deputy Chairman, McInerney Properties plc; Pádraig Flynn, TD, Minister for the Environment; and Dan McInerney, Group Chairman.



HEATMERCHANTS

DISTRIBUTORS OF BAXI HEATING APPLIANCES

The renowned Baxi range of heating appliances has always enjoyed a significant market shareholding in Ireland but, since the appointment of Heatmerchants as distributors, that share has risen dramatically. The range comprises a varied choice of units, each one designed for a specific application.

Listed below are four examples from the extensive range:-

- The Baxi Bermuda GF Super 552 gas fireside boiler unit (the market leader). Rated at 55,000 BTU/hr*. Suitable for conversions and full house heating.

- For that extra bit of luxury there's the Baxi Bermuda LFE3 Super gas fireside boiler unit with the above rating but incorporating an American walnut veneer cabinet.

the Baxi Bermuda GF Super 251 gas fireside boiler unit. Rated at 25,000 BTU/hr*, this model is ideally suited for solid fuel changeover and for providing full central heating for the smaller dwelling.

- Also, there's the Baxi Bermuda C3W radiant front fireside boiler with Malabar teak-effect cabinet. Ideal for low-cost housing installations, ratings are 25,000/40,000/55,000 BTU/hr*.

NEW - The latest additions to the Baxi range is

* Plus outputs of firefront, 13,000 BTU/hr (C3W 10,000).

Distributed by:



heatmerchants

Branches at:

**DUBLIN — ATHLONE — CORK
KILKENNY — LIMERICK — SLIGO — WATERFORD**

IRISH BUILDING SERVICES NEWS

substantial pipelines and valve complexes and other ancillary works. Work commenced after Easter and is expected to be completed in 2½ years.

Further contract work valued at £5 million has been negotiated with the Custom House Docks Development Company for the North/South blocks of the Financial Services Centre. Work has already commenced on the scheme which involves substantial excavations, fixing over 1,000 tonnes of steel reinforcement and drainage works. This development is expected to be completed by November 1989.

Work is expected to commence in April on the £8.25

million University College Dublin student accommodation project. Planning has been submitted for the project which will involve 595 student bedrooms arranged in three-storey courtyard settings.

McInerney Contracting has also been awarded the contract to construct the first sewerage and sewage disposal scheme for Achill Island. This £4.5 million scheme will provide modern sewage treatment to the village of Keel, Dooagh, Pollagh and Dookinelly and will take 18 months to construct. The employing authority for the scheme is Mayo County Council.

Coppercraft - Blue Ribbon Award



• John Palmer with Mona Hughes, Vice-President of the Irish Hardware Association and Dave and Terry Madigan of Coppercraft Ltd. Picture was taken following the presentation of the Blue Ribbon Award to Coppercraft at the Brighter Homes Show in the RDS.

THE HIGHLY-prized Blue Ribbon Awards at the Brighter Homes & DIY Exhibition are given to commend new domestic products which are either new inventions or are substantial improvements to existing products on the market. One of the recipients of this year's recent show was Coppercraft, the product in question being Alfacraft.

Eligible products must have been introduced on to the Irish market since the 1988 Exhibition, must be on offer to the public at the Exhibition and can be of Irish or foreign manufacture. Alfacraft meets all of these criteria.

The awards were judged on the opening day of the Show, and Certificates were presented

on the following day.

This year five awards were made, one of which was a special award for the best new Irish-made product. This was the presentation made to Coppercraft.

Judges were Marion Fitzgerald, Irish Times; John McCarthy, Guaranteed Irish; and James Goulding, Irish Hardware Association.

Since its introduction Alfacraft has received numerous accolades with all sectors of the industry acknowledging its innovativeness. *BS News* understands that Dublin Gas is going to include literature on the unit with its next billingschedule to domestic customers.

Arcon Enters New Era

ARCON HEATING & Plumbing Supplies Ltd entered a new phase in the development of the company recently with the opening of a lavishly-fitted out sanitaryware showroom in their Herberton Road, Dublin 12 premises.

In doing so they have raised the profile of the builders merchants/trade supply sector to a new level, setting a display standard which will be difficult to compete with, let alone improve upon.

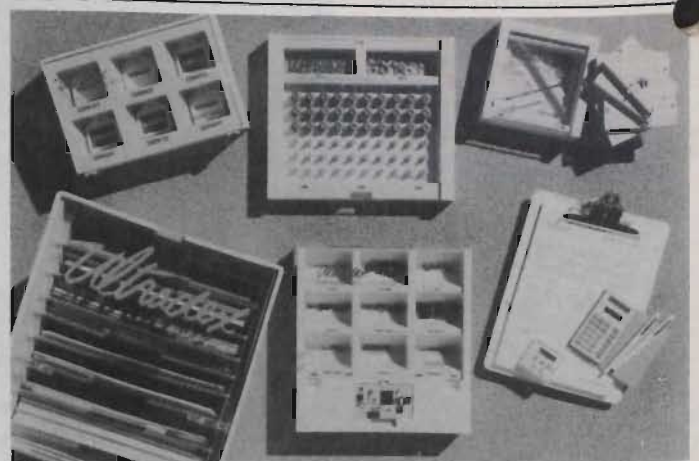
As perhaps befits such an occasion, the actual official opening ceremony was an extravagant affair with no less than the Minister for Finance, Mr Albert Reynolds, TD,

presiding over the proceedings. Among the other luminaries of note seen present were Liam Lawlor, TD.

In all there were literally hundreds of guests crammed in to the specially-erected marquee on the particular night in question, representing a mix of showbiz personalities, politicians and industry personnel.

Entertainment was by Paddy Cole and his jazz band with Sonny Knowles also performing.

Since then Arcon have kept up the impetus by continuing to run their series of "Elegant John" adverts in the back of the *Irish Times*.



How to Select the Most Appropriate Job Applicant

ULTRADEX is a new testing system designed by Manpower to evaluate and highlight industrial personnel skills. Until recently, the only guide to a person's capabilities in tackling industrial tasks were obtained through standard interview techniques.

Selecting staff to fill vacancies within the industrial sector has, for that reason, been less than exact in some cases. This has often meant that the quality of production or speed of operation has suffered, even temporarily, when unsuitable personnel have been employed on either a temporary or permanent basis.

In 1985 Manpower's Special Project Team undertook intensive research into this area in order to solve the problem of industrial personnel assessment. The result was Ultradex

which enables Manpower to measure the appropriate skill of staff it is considering utilising in industrial work. In addition to the assessment of staff already with experience in the particular task, Ultradex enables Manpower to measure the skills of those without experience but who wish to work in these areas.

Ultradex tests evaluate personnel and identify particular skill areas linked to the requirements of various industrial sectors. There are seven tests in all.

Ultradex is administered by trained Manpower staff, who note not only the result of the tests, but how they are carried out. Personnel may be talkative or distractive, task-orientated or uncomfortable during the tests. These behavioural factors will then be taken into account when assigning the applicant.

BUILDING SERVICES NEWS

Gaelwood 'Phoenix' Breakthrough

DERYK MORRIS of Multiheat Products, the marketing arm of Gaelwood Engineering Ltd, told Irish Building Services News recently that sales of the Gaelwood Phoenix oil cooker burner — which his company developed right through from design to production — are exceeding all expectations.

The idea for the Phoenix arose out of the need for an efficient oil burner which could be easily applied in instances where conversions were sought to existing solid fuel cookers.

Consequently, the "Phoenix" burner has been designed to ensure the utmost ease of installation in most modern-day central heating cookers. The burner is compact and light and can therefore be easily fitted even in restricted firebox areas.

There is no change in the appearance of the cooker as the burner is hidden away in the ashpit. It can be installed in less than a day by any skilled fitter and can normally be changed back to solid fuel in around 30 minutes.

The automatic burner incorporates a unique modern miniature design, coupled with

the traditional pressure jet oil burner using Danfoss parts, to ensure high operating efficiency for years of pressure jet burning.

Every "Phoenix" burner has been subjected to very strict bench-testing before leaving the works. The outputs of the burner are between 45,000 Btu/hour (13Kw) to 100,000 Btu/hour (130Kw).

Oven control is achieved by the installation of Gaelwood's unique oven thermostat which can be purchased as an optional extra. With this thermostat the oven can be operated like an electric one.

The unit is fully guaranteed for one year.

Regular maintenance ensures maximum efficiency and reliability. All working parts are readily accessible for ease of maintenance.

Presently, there are about 20 appointed installers throughout the country but Deryk Morris told *Irish Building Services News* that he seeks to appoint further installers to ensure a comprehensive coverage throughout the 32 counties of Ireland.

Firesafe 89 Exhibition

FIRESAFE 89, the first UK exhibition for passive fire safety, is surpassing all expectations in terms of interest shown in the exhibition. It has the endorsement of leading figures in the fire prevention world and a list of exhibitors which now exceeds 60 leading companies.

Says Keren Shamash, organiser of Firesafe 89: "In view of the fact that this is the first exhibition for passive fire materials in the UK, we have been overwhelmed by the interest shown to date, on the part of exhibitors, potential visitors, and anyone generally involved in the fire prevention sector. We have every reason to believe that the exhibition will prove to be a huge success."

A seminar programme will also be run in conjunction with the exhibition. Entrance will be St£49.50 per day with a special

price of £120 for a three-day ticket.

The three days will be themed on — "Designing for Fire Safety"; "Standards and Specifications", and "Fire Safety and Application". The seminars will open each day at 10.30 a.m., with lectures continuing through to 12.30 p.m. at which point a discussion will be held.

Vent-Axia Catalogue

VENT-AXIA'S 1989 Product Catalogue is now available.

Copies have already been widely distributed.

However, if you have not received one, or require an additional copy or copies call 01-903188.



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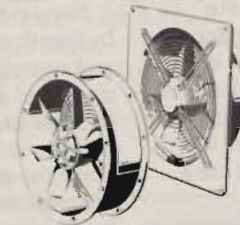
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More Capacity Less Noise



(EX STOCK) NEW

Season Control are now able to supply a **PVC Moulded Inline Centrifugal Fan**. Its unique patented guided vane makes it the leader in high performance and low noise levels. Full characteristics and price list available on request.



(EX STOCK) NEW

Season Control have decided to step up the competition in the area of **Plate Mounted and Cased Axials**, by introducing a lower noise fan whilst maintaining the high capacity and variable speed. These fans come pre-wired to a loose terminal box for easy installation. Complete catalogue and price list available on request.



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Flexible ducting made of a **PVC coated fabric** with spring steel helix wire. Uses: Low medium and high pressure for every mechanical ventilation purposes, air conditioning, smoke and light dust extraction. High mechanical resistance. Technical Data: 100mm to 610mm — Temperature Range: -20°C to + 110°C Approx. Maximum Air Speed 32m/sec. — Maximum Pressure: 250mm WG. Price list on request.



NEWS

New CIBSE Publication — Industrial Lighting Guide

This guide covers both the interior and exterior working environment. It is written in an easily-readable style and avoids unnecessary technicalities to encourage the reading of the entire text rather than to use it as a spot reference.

It is the largest of the lighting guides so far published and is the first on this subject of which principles and theory are discussed relating to industry.

Many industries are covered by specific recommendations and particular aspects are discussed to assist the designer to understand the sort of conditions which are likely to apply, thereby helping to use the most suitable equipment in an effective manner.

It is a most comprehensive document, likely to be of benefit to lighting engineers, specifiers, users and students.

'The New Technology' — First CIBSE National Conference

The first CIBSE National Conference will take place from 16-18 April at Warwick University. It is a combination of the CIBSE Technical Conference and the inauguration of new President — Colin Izzard. The conference will also include the AGM which will thereby be held outside London for the first time.

This year the Technical Conference boasts a new record in the number and variety of papers and presentations. Fifty papers cater for everything from the Statue of Liberty to rats in the sewers. A new innovation is the

allocation of two sessions to Young Designers.

The sessions will concentrate on CPD and matters of current concern, including fees back on building management systems; the future of the electrical industry after privatisation; the use of expert systems; the latest case studies on thermal storage; and a state-of-the-art headquarters building for Shell in Australia.

Further details from Oliver Reddy, Honorary Secretary, CIBSE, Republic of Ireland Branch, at Telephone 01-975716.

CIBSE Coming Events

Date	Activity	Venue
April 6th	Student Awards	College of Technology Bolton Street
April 12th	Air Conditioning Seminar	RDS
April 24th	AGM and Ladies Evening	To be announced

Air Conditioning Seminar

The specially-organised CIBSE seminar on air conditioning is being held in the RDS on the second day of Mechex '89. Brief details are as follows:

Content — The conference will deal with (a) Computer application methods of load estimating; (b) Psychrometrics; (c) Spread sheet applications; (d) Latest trends in air conditioning; (e) Energy conservation systems; (f) Application and options of refrigeration systems; and (g) Commissioning and handover.

Contributors — Seamus Homan, Senior Partner, Seamus Homan Associates; Michael Buckley, Director, Walker Air Conditioning; Mr D Arnold, Partner, Troup Bywaters & Anders (UK); Mr J Coppin, Commissioning

Manager, Ove Arup and Partners (UK); Mr C Huggett, Engineering Manager, APV Hall Ltd; Mr R Foreman, Consultant, Alpha Controls.

For Whom? — Of particular interest to architects, consulting engineers, contractors, manufacturers and others involved in building services. Also of interest to client bodies, i.e., government departments, local authorities and property development companies.

Venue — RDS (Royal Dublin Society).

Date — Wednesday, April 12th, 1989 (8.45 am to 4 pm). Visit to 'MECHEX' — 4 pm (Registration 8.45 am/9.15 am).

Fee — IR£60 to include morning coffee and self-service lunch.



• BTU Turkey Shoot/Hamper winner Michael Wyse with Captain John Lavelle.



• Joe Warren, Building Services News, sponsors of the BTU Golfer of the Year, presenting Shay Kearney with his award at Hermitage. In attendance is Captain John Lavelle.



• BTU ... Captains present and past pictured at Hermitage.

BTU Officers Committee for 1989

CAPTAIN:	Tom Scott
HON TREASURER:	Des O'Gorman
HON SECRETARY:	Eddie Egan
COMMITTEE:	John Lavelle
	John Ennis
	Michael Wyse
	Eamonn McGrattan
	Aubrey Moriarity
	Shay Kearney

OUTINGS FOR 1989

Island Golf Club — 25/4/89;
Old Conna — 18/5/89;
Newlands Golf Club — 9/6/89;
Dun Laoghaire Golf Club — 25/7/89;
Westport Golf Club — 8 & 9/9/89;
Hermitage Golf Club — 29/9/89;
Royal Dublin Golf Club — 19/10/89;
Hermitage Golf Club — 1/12/89.

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equipment from sites involved.



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Harmonisation - The Irish Time Bomb

This is the second article (the first appeared 12 months ago) by Eric Willis on 1992 and the implications as he sees them for Ireland. It is an outsider's view, informative and sometime provocative, but at all times thought-provoking.

Gradually, everyone in Ireland is being informed about the harmonisation programme — to create the United States of Europe in 1992. Everyone thinks it's a good idea and is in favour of removing all the barriers to the movement of goods and people to create a true Europe without frontiers.

However, the headlong flight towards harmonisation is creating a time bomb for the Irish economy and Irish politicians. As yet, few realise that after 1992 Ireland will never be the same again, and Irish politics will certainly never be the same again.

To date, however, Ireland has behaved like a model European. While Margaret Thatcher harangues the Eurocrats, sacks a few EEC commissioners and generally bangs the table with her shoe; the Irish smile sweetly and agree to everything (if only to annoy the Brits).

What, however, is Ireland letting itself in for?

First and foremost, Ireland is making a commitment to have equal rates of VAT and duties to the rest of the EEC (and for the rest of the EEC read the UK). Whatever rates the UK decides on, Ireland will have to follow. For, quite simply, under harmonisation there will be no customs barriers and no barriers to the free movement of goods and people.

Ireland has a higher VAT rate, higher excise duty and higher car purchase tax and general higher everything than the UK. If they remain higher after 1992 then Irish people can simply call up a warehouse or garage in Newry and buy a television set or a car at UK prices and have it delivered next day.

There is nothing that the Irish Government, after 1992, can do about it. It would also result in the collapse of Irish retailing within six months.

So, Ireland will have to have equal VAT and duties to the UK and goods will flow freely between the North and South to create a truly United Ireland.

However, equal VAT and excise duties has its problems. What is the Government going to do for money to replace the reduced income from VAT.

It could try and make the tax amnesty an annual event ... but there will still be a shortfall.

Basically, the Government will have to withdraw quickly from controlling the Irish economy and follow the model of Mrs Thatcher.

All the nationalised industries and semi-state bodies would need to be privatised quickly. This would both raise revenue and reduce public expenditure. (The private sector would run them more efficiently anyway.)

Similarly, nearly all local government, national government and health authority services would need to be put out to private tender.

The public sector should simply define the type and quality of services — the private sector should provide it (by competitive tender).

If the UK experience is anything to go by, hundreds of millions of pounds could be saved by Ireland and the services actually improved.

As a next stage the Government should then reduce personal taxation and corporate taxation dramatically to 25p in the £ (with a jump to a top rate of 40p in the £ for a relatively few high earners).

If accompanied by the removal of all allowances and a draconian enforcement policy, the actual tax collected should rise enormously (this has been the UK experience). People would rather pay up at the lower tax rates rather than spend money on expensive tax avoidance schemes, or worry about being caught for tax evasion.

Most importantly, as well as more tax being collected, people will actually be prepared to work harder because the Government won't take away all the extra earnings (and so tax receipts will increase even further).

Tax avoidance and tax fraud will hardly be worth the effort.

The most vital step that Ireland needs to take is also the most difficult politically.

In the 1990's Ireland should follow the lead of the US and the UK and replace welfare with workfare. This means that all able-bodied married

men, married couples without children, and single men and women, would automatically be offered a training programme or work experience. If you don't work or train ... you don't get welfare.

It would be an enormous challenge to organise but immediately half the population would leave the unemployment list (and simply carry on working without claiming benefit!). Most of the cost of maintaining the people on workforce would be carried by the European Social Fund not the Irish taxpayer.

The overall result is a further boost to tax revenue and a dramatic drop in public expenditure.

It's simple and it would work. However, for 800 years the Irish have got used to exploiting the state and keep forgetting that for the last 65 years they've not been exploiting the British but rather exploiting themselves.

These changes would transform the Irish economy and offer hope to the next generation of young people. If accompanied by legislation to remove all the restrictive practices of the unions, and many of the professions professions (especially solicitors and doctors), the future for Ireland would be fantastic.

The Irish people are like an uncoiled spring. They are young, enormously talented and have tremendous energy which is being wasted in unemployment or emigration. Burdensome taxation and a state which tells them what they can and can't do and doesn't allow them to make their own money has crippled them psychologically and philosophically.

Roll back the state, let the Irish control their own destiny and the growth and development will be enormous.

Harmonisation will be the key. The politicians can take unpopular decisions and blame Europe. The Irish Irish, freed from their shackles, can take Europe by storm — and make themselves a fortune — it's a lot better than emigrating.

** Eric Willis is Head of Courses and Conferences at the Welsh Regional Management Centre in Pontypridd Mid-Glamorgan.*

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